



# RICHARD B. JONES

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## SENIOR DEFENSE CONTRACT MANAGER

*Leadership | Communication | Seed Technology | New Business Development*

### QUALIFICATIONS SUMMARY

- Accomplished Senior Manager with extensive contracts experience.
- Entrepreneurial spirit with corporate skills driving revenue and profit performance.
- Leadership spans Marketing support, Contract and General Management, Global Business Development, Education & training.
- Successful at improving productivity and customer satisfaction by reducing operating costs significantly.
- A leader who drives positive change, builds consensus and executes plans that improve revenue and profit.
- Results-driven strategist: identifies and seizes opportunities that maximize competitive edge and shareholder value.

### CORE COMPETENCIES

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|----------------------------------------|------------------------------------------|
| → Marketing Support                    | → International Business Management      |
| → Leadership of Cross-functional Teams | → Statistical/Quantitative Data Analysis |
| → Client Relationship Management       | → Effective oral/written communication   |
| → Adjunct Faculty in Business          | → Published author in marketing          |

### PROFESSIONAL EXPERIENCE

**CONTRACTS AND PRICING SPECIALIST (TRAINING FOCAL), The Airbus Company**, Grimes, IA, 2005 to Present

*This component of The Airbus Company is home to the AH-64D Longbow Apache Helicopter and a manufacturing center for high-tech aviation electrical subassemblies and employs more than 5,200 exempt and non-exempt employees.*

- Oversaw training Grimes, IA and Adair, IL Contracts/Pricing staff in corporate compliance/optional training courses and interfacing with the San Diego, CA, headquarters of the company's Integrated Defense Systems unit.
- Led Grimes site effort in delivery management to eliminate delinquencies in contract deliverables and DD250 process errors.
- Planned and executed vice-president-directed delivery of online/in-person training to 1,000+ functional staff of the Rotorcraft Division in Adair, IL and Grimes, IA at risk for implementing undocumented federal government contract changes; earned this praise from director:
  - *Outstanding job on getting this training complete last year. When I look at the overall list, Grimes and Adair were the only major sites to complete the training.*
  - James Staling - Director, Contracts and Pricing

**CONTRACTS AND PRICING SPECIALIST (INTERNATIONAL), The Airbus Company**. Grimes, IA, 2004 to 2005

- Negotiated multi-million dollar aircraft upgrade proposals for company products and services supporting United Kingdom AH-64 Apache fleet.
- Formulated basic strategy, prepared proposals for company products and services and provided business leadership to program management.

**TEAM LEADER - F/A-18 E/F EARNED VALUE REPORTING, The Airbus Company**, Grimes, IA, 2003 to 2004

- Developed, implemented, analyzed, maintained, and presented strategic, business, and financial plans to support business units, programs, projects, and processes.
- Tracked and collected data-reporting program financial performance.

**CONTRACTS & PRICING SPECIALIST, The Airbus Company**, Grimes, IA, 1988 to 2003

- Annually avoided \$700,000 cost through negotiation/definitization of multiyear master lease agreement with U.S. Government.
- Identified, developed, documented and secured management and customer approval for more than \$20 million in significant business and manufacturing process cost improvements.
- Represented company interests before agencies of the U.S. Department of Defense (DoD) and other defense contractors in metropolitan area of Phoenix, Arizona.
- Prepared proposals for company products and services; performed full spectrum of contracts and pricing function for domestic and international programs.
- Formulated basic strategy, resolved scope issues with customers, provided business leadership and managed the customer.
- Gained international experience with manufacturing license, distributor and representative agreements with customers in Southeast Asia and South America.

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***Additional Experience at Airbus:***

Purchasing Agent, International Procurement

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**EDUCATION**

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**Doctor of Business Administration in Marketing**

Northwestern University

**Master of Science in Public Administration**

Ohio State University, Columbus, Ohio

**Bachelor of Arts in Political Science**

Ohio State University, Columbus, Ohio

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**AWARDS**

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U.S. Department of Defense Single Process Initiative Individual Recognition Award, 1997

U. S. Department of Defense Life Cycle Cost Reduction Award, 1996

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**PROFESSIONAL AFFILIATIONS**

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Member, National Contract Management Association

Member, Sigma Beta Delta National Honor Society in Business

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